

Message Text

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ACTION EB-11

INFO OCT-01 AF-10 ISO-00 AEC-11 AID-20 CEA-02 CIAE-00

CIEP-02 DODE-00 FEA-02 FPC-01 H-03 INR-10 INT-08 L-03

NSAE-00 NSC-10 OMB-01 PM-07 RSC-01 SAM-01 SCI-06

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E.O. 11652: N/A

TAGS: ENRG, NI

SUBJ: ENERGY: PETROCHEMICAL TECHNICAL SALES SEMINAR

REF: (A) LAGOS 1181 (2/11/74)

(B) STATE 233136 (11/28/73) AND "REPORT OF PARTICIPATION

(11/23/74)

1. SEMINAR IDEA DISCUSSED FEBRUARY 20 WITH F.R.A. MARINHO, EXPLORATION AND PRODUCTION MANAGER, NIGELSAN NATIONAL OIL CORPORATION (NNOC). MARINHO CLEARLY PERCEIVES A US PROMOTION ALONG LINES OF SIMINAR OR VISIT BY HIGH-LEVEL EXECUTIVES AS FALLING PRIMARILY OUTSIDE NNOC'S FIELD OF RESPONSIBILITY. HE WAS GENEROUS WITH HIS COMMENTS, BUT THEY WERE IN NATURE OF FRIENDLY ADVICE RATHER THAN OFFICIAL REACTION.

2. MARINHO SAID NNOC WOULD WELCOME SEMINAR AND, DEPENDING ON AGENDA, WOULD TRY TO SEND CORPORATION PERSONNEL TO SESSIONS OF SPECIFIC INTEREST TO NNOC. HE WONDERED WHAT FIRMS WOULD PARTICIPATE. ASSUMING THAT ALL SIGNIFICANT US FIRMS HAVE ALREADY VISITED NIGERIA, HE SUPPOSED THAT ANY CONCEIVABLE GROUP OF THEM WOULD HAVE RANGE OF INTERESTS EXTENDING FAR

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BEYOND THAT OF NNOC. ASKED IF HE THOUGHT THE FEW DECISION

MAKERS IN EACH RELEVANT MINISTRY COULD BE EXPECTED TO ATTEND SEMINAR SESSIONS, HE THOUGHT YES, IF RPT IF EMBASSY COULD GET "TWO OR THREE KEY PERM SECS" TO AGREE TO ADDRESS THE SEMINAR. ASKED HOW HE WOULD JUDGE THE EMBASSY'S CHANCES OF ACHIEVING THIS, HE REPLIED WITH A NOTHING-VENTURED-NOTHING-GAINED-BUT-I WOULDN'T-BE-TOO-HOPEFUL SHRUG.

3. AS FOR TIMING, MARINHO SIAD OPEC AND OTHER PREDICTABLE MEETING DATES WERE CERTAINLY TO BE AVOIDED AND, ALL OTHER THINGS BEING EQUAL, THE MID-PART OF THE FISCAL YEAR (SEPTEMBER-NOVEMBER) OFFERED THE LEAST CROWDED SCHEDULE. REMINDED THAT HE ONCE SUGGESTED APRIL-JUNE (REF B), MARINHO SAID HE THEN ASSUMED THAT NNOC WOULD BY NOW BE GETTING THROUGH ITS FIRST CRUDE OIL SALES AND SEISMIC EXPLORATION ACTIVITY. THESE PROGRAMS ARE STILL NOT UNDERWAY, AND NNOC WILL BE PREOCCUPIED WITH THEM FOR AT LEAST TWO OR THREE MORE MONTHS.

4. FYI. MARINHO LISTED THE FOLLOWING CURRENT NNOC INTERESTS: OFFSHORE EXPLORATION, PRODUCTION SHARING CONTRACTS (INTERIOR BASINS ONLY), CRUDE OIL SALES, DOMESTIC MARKETING, SECOND (WARRI) OIL REFINERY, AND TANKER FLEET. HE SAID NNOC MIGHT GET INVOLVED IN SHORT TERMINALS, LNG, PERO HEMICALS, EXPORT RZYINERIES, OFFSHORE REFINERIES, AND SO FORTH, BUT RESPONSIBILITY FOR THESE REMAINED WITH APPROPRIATE MINISTRIES UNTIL FEDERAL EXECUTIVE COUNCIL DESIGNATED NNOC. END FYI.

5. COMMENT: EMBOFF DID NOT RAISE QUESTION OF FMG SEMINAR SPONSP SHIP. MARINHO WOULD CERTAINLY HAVE REPLIED THAT HE COULD NOT PREDICT REACTION OF THE APPROPRIATE MINISTRIES TO WHOM EMBASSY WOULD HAVE TO MAKE SUCH REQUEST.
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